INDUSTRY

Target Price

INSTITUTIONAL RESEARCH

Star Cement

BUY

Rs 96

Rs 140

10,980

Jun-19

CEMENT

Weak demand clouds the shine

We maintain BUY on Star Cement with a TP of Rs 140 (10x FY21 consol EBITDA), implying EV of USD 177/MT.

HIGHLIGHTS OF THE QUARTER

- During 1QFY20, Star's earnings continued to decline, this time driven by poor demand while realization and op costs remained stable. Star's consolidated net sales/ EBITDA/PAT fell 11/15/7% YoY to Rs 4.61/1.12/0.84bn YoY (broadly in-line our est).
- Sales volume declined 10% YoY (-14% QoQ), dragged by demand contraction in east. Its cement sales in NE region slowed to 3% while sales outside NE region fell 5% YoY. Even clinker sales fell sharply (to 1% of Star's total sales vs 12% YoY) on weak export demand. The co remains hopeful of a demand recovery in H2FY20 to drive volume growth in FY20, despite a weak 1H.
- Flattish NSR/Opex, Unitary EBIDTA at Rs 1542/MT: Weak demand foiled price increase in NE region, leading to flat NSR QoQ/YoY. Stable coal prices, lower clinker export freight and overhead management led to flattish opex despite volume decline. Unitary EBITDA thus declined a modest 5% YoY (up 3% QoQ) in Q1.
- Expansions to boost clinker/cement capacity to 5/5.7mn MT by FY22E: Star guided for 2mn MT Siliguri

GU to be operational by Jan-2020. In Q3FY20, Star expects to start work on a 2mn MT brownfield clinker unit in Meghalaya (operational by 4QFY22E). The clinker debottlenecking of 0.2mn MT in Meghalaya is now delayed by a year to 2QFY21E. Star will also add two WHRS units of 6-8MW each in Meghalaya during FY21/22E. A net cash balance sheet currently and healthy cashflow outlook should fund all these capex.

Near term outlook: Weak demand in 1H should result moderate FY20 volume growth to 4% in our view. Demand recovery post monsoon alongwith Siliguri expansion should drive Star's 8% volume CAGR during FY19-21E, in our view. We also expect its fuel cost to reduce in H2, as local coal comes up for auctioning.

STANCE

We continue to like Star for its leadership positioning in the lucrative NE region (best EBITDA margins) will further rise (on-going expansions). Star's industry leading margins should gain from increased local coal availability and cost reduction from upcoming WHRS. Thus, Star should sustain its industry leading profitability/ return ratios, while retaining a net cash balance sheet. Star currently trades at a mere 6.6x FY21E EBITDA (EV of USD 117/MT). Maintain BUY with a TP of Rs 140 (10x consol FY21E EBITDA).

	Nifty	10,980								
_	Sensex		37,018							
-	KEY STOCK DAT	Α		_						
	Bloomberg		STR	CEM IN						
	No. of Shares (m		419							
	MCap (Rs bn) / (40/584							
_	6m avg traded v	alue (Rs n	nn)	19						
	STOCK PERFORMANCE (%)									
		VIAIVEL (· ,							
	52 Week high /	•	•	L40/80						
		•	•	140/80 12M						
		low	Rs 1	•						
	52 Week high /	low 3M	Rs 1	12M						

SHAREHOLDING PATTERN (%)

CMP (as on 01 Aug 2019)

Promoters	67.99	67.94
FIs & Local MFs	8.71	9.23
FPIs	1.23	1.05
Public & Others	22.07	21.78
Pledged Shares *	0.10	_

Mar-19

Source: BSE *as % of total shares o/s

Financial Summary (Consolidated)

Year Ending Dec (Rs mn)	Jun-19	Jun-18	YoY (%)	Mar-19	QoQ (%)	FY17	FY18	FY19	FY20E	FY21E
Net Sales	4,609	5,179	(11.0)	5,344	(13.8)	15,341	16,145	18,310	18,871	21,041
EBITDA	1,121	1,317	(14.9)	1,269	(11.6)	4,146	5,214	4,492	4,573	5,232
APAT	839	903	(7.1)	898	(6.6)	2,010	3,307	2,988	3,233	3,792
Diluted EPS (Rs)	18.2	17.4	76.3	16.8	140.0	4.8	7.9	7.1	7.7	9.0
EV / EBITDA (x)						11.7	8.6	8.8	8.0	6.6
EV/MT (USD)						221	188	164	131	117
P/E (x)						20.0	12.2	13.5	12.5	10.6
RoE (%)						18.2	24.1	17.9	16.9	17.5

Source: Company, HDFC sec Inst Research

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Demand slowdown pulled down sales volume, leading to revenue and profits decline

Debt reduction and cash pile up led to higher other income and lower interest expense, thus moderating PAT decline

During 1Q, Star's cement sales growth in NE moderated to 3% YoY, and declined 5% in outside NE region. Sharp dip in clinker export accelerated total volume dip

NSR/opex remained flattish both YoY and QoQ

Consolidated Quarterly Financials' Snapshot

(Rs Mn)	1QFY20	1QFY19	YoY (%)	4QFY19	QoQ (%)
Net Sales	4,609	5,179	(11.0)	5,344	(13.8)
Raw Materials	968	1,192	(18.8)	1,374	(29.5)
Power and Fuel	815	765	6.5	744	9.5
Transport	298	268	11.4	275	8.5
Employee	884	1,173	(24.6)	1,049	(15.7)
Other Exp	522	463	12.6	634	(17.7)
EBITDA	1,121	1,317	(14.9)	1,269	(11.6)
EBITDA margin (%)	24.3	25.4	(110)	23.7	59
Depreciation	222	283	(21.5)	238	(6.8)
EBIT	899	1,034	(13.0)	1,030	(12.7)
Other Income (Including EO Items)	74	3	2,087.2	34	114.4
Interest Cost	28	54	(49.0)	31	(9.8)
PBT - Reported	945	983	(3.9)	1,034	(8.6)
Tax	106	68	56.0	118	(10.2)
Tax rate (%)	11.2	6.9	431	11.4	(20)
(Minority Interest)/ Share of associates profit	(0)	(12)		-18	
RPAT	839	903	(7.1)	898	(6.6)
EO (Loss) / Profit (Net Of Tax)	-	-		-	
APAT	839	903	(7.1)	898	(6.6)
Adj PAT margin (%)	18.2	17.4	76	16.8	140

Source: Company, HDFC sec Inst Research

Consolidated Quarterly Performance Analysis

	1QFY20	1QFY19	YoY (%)	4QFY19	QoQ (%)
External total sales vol (mn MT)	0.73	0.81	(9.8)	0.85	(14.0)
Total sales vol (includes clinker to on-lease units)	0.77	0.85	(10.0)	0.89	(13.9)
Rs/MT trend					
NSR	5,993	6,060	(1.1)	5,981	0.2
Raw materials	1,259	1,395	(9.7)	1,538	(18.1)
Power & fuel	1,060	896	18.3	832	27.3
Freight	1,149	1,372	(16.3)	1,173	(2.0)
Employee	388	314	23.8	308	26.1
Other Exp	678	542	25.1	710	(4.4)
Opex	2,888	2,810	2.8	2,715	6.3
EBITDA	1,542	1,634	(5.6)	1,501	2.7



We expect volume growth to recover in H2, driving 8% volume CAGR in FY19-21E

We estimate Star's unitary EBITDA to sustain around Rs 1550/MT during FY20-21E (still the highest in the industry)

We estimate capex spend of Rs 4/5.3/4.3 bn towards the ongoing expansions (2mn MT GU in Siliguri, 2.2 mn MT clinker expansions and 12-15 WHRS in Meghalaya) and towards annual maintenance capex

Consolidated Operational Trends and Assumptions

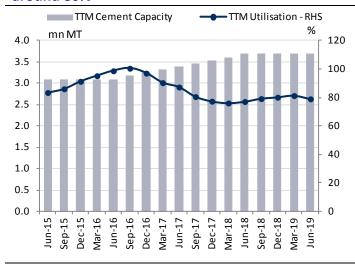
Particulars	FY15	FY16	FY17	FY18	FY19	FY20E	FY21E
Cement Cap (mn MT)	3.09	3.1	3.4	3.7	3.7	5.7	5.7
Sales Volume (mn MT)	2.36	2.8	2.8	2.6	2.9	3.0	3.3
YoY change (%)	34.5	17.0	2.1	(7.5)	9.8	3.6	12.7
Utilisation (%)	76.3	89.3	83.1	70.6	77.5	52.1	58.7
(Rs/ MT trend)							
NSR (1)	5,845	5,345	5,112	5,864	6,098	6,074	6,165
YoY change (%)	(0.2)	(8.6)	(4.3)	14.7	4.0	(0.4)	1.5
Raw material cost	944	1,169	1,134	1,099	1,455	1,290	1,316
Power and fuel cost	730	729	638	785	862	1,050	1,029
Transport cost	998	1,002	899	1,042	1,209	1,150	1,173
Employee cost	375	365	395	390	388	399	407
Other expenses	740	728	664	655	690	713	708
Total Opex	4,093	3,993	3,731	3,970	4,602	4,602	4,632
YoY change (%)	(10.4)	(2.4)	(6.6)	6.4	15.9	(0.0)	0.7
EBITDA per MT	1,846	1,448	1,472	2,001	1,570	1,542	1,565
YoY change (%)	43.8	(21.5)	1.7	35.9	(21.5)	(1.8)	1.5



We have plotted the trailing 12m (TTM) operational performance trends of Star Cement for the past five years

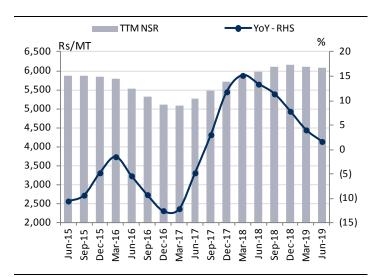
Long term performance trends

Star Cement's utilization has been hovering around 80%



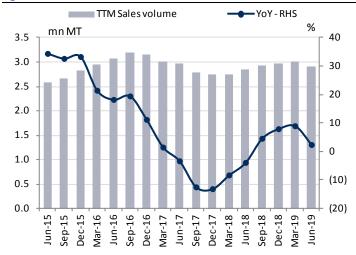
Source: Company, HDFC sec Inst Research

NSR has largely remained flattish on a higher base



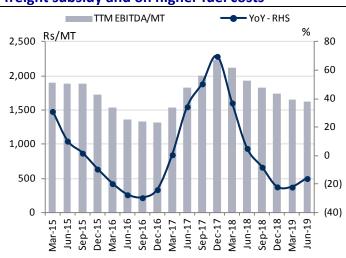
Source: Company, HDFC sec Inst Research

Volume decline in 1QFY20 has decelerated volume growth trends



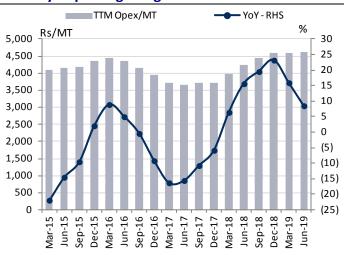
Source: Company, HDFC sec Inst Research

Unitary EBITDA has come post the expiration of freight subsidy and on higher fuel costs



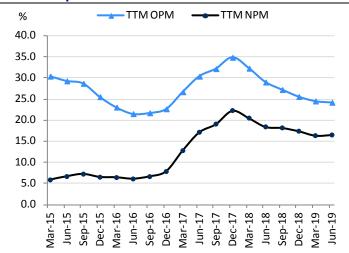


While cost inflation has moderated, it is still higher thereby impacting margins



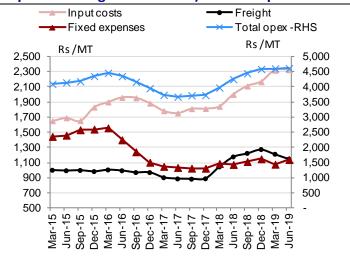
Source: Company, HDFC sec Inst Research

Op margin fell on high opex; debt reduction and lower depreciation moderated NPM contraction



Source: Company, HDFC sec Inst Research

Surge in input costs (impact of freight subsidy expiration + higher fuel costs) inflated opex





We reduce our FY20/21E
EBITDA est by 8/7% YoY to
factor in lower sales volume

STRCEM is currently trading at low valuations, given that its strong balance sheet and rising balance

Change in Estimates

Rs bn	FY20E Old	FY20E Revised	Change %	FY21E Old	FY21E Revised	Change %
Net Revenues	21.0	18.9	(10.2)	23.5	21.0	(10.5)
EBITDA	5.0	4.6	(8.3)	5.6	5.2	(7.0)
APAT	3.5	3.2	(7.7)	4.4	3.8	(14.4)
AEPS	8.4	7.7	(7.7)	10.6	9.0	(14.4)

Source: HDFC sec Inst Research

Peer Set Comparison

6	Мсар СМР		CMP D		EV/	EBITDA	(x)	EV/	/MT (U	SD)	Ne	et D:E (x)	F	RoE (%)	
Company	(Rs bn)	(Rs/sh)	Reco	TP	FY19	FY20E	FY21E	FY19	FY20E	FY21E	FY19	FY20E	FY21E	FY19	FY20E	FY21E
UltraTech Cement	1,162.2	4,232	BUY	5,140	20.0	15.1	12.6	206	183	175	0.7	0.5	0.3	8.9	11.0	11.7
Shree Cement	698.0	20,035	NEU	19,040	24.5	18.4	15.5	258	243	227	(0.2)	(0.3)	(0.4)	13.5	16.6	16.8
Ambuja Cements	390.8	197	NEU	230	12.7	11.1	10.1	125	122	113	(0.7)	(0.7)	(0.7)	5.9	6.3	6.3
ACC	284.6	1,515	BUY	1,930	12.0	10.2	9.0	123	119	117	(0.3)	(0.3)	(0.3)	11.0	12.2	12.8
Dalmia Bharat	178.2	925	BUY	1,450	10.9	8.9	8.0	123	124	93	0.3	0.3	0.2	2.8	5.6	5.4
Ramco Cements	169.1	718	NEU	800	17.8	13.6	12.0	189	172	153	0.3	0.4	0.4	11.9	15.9	15.0
JK Cements	73.9	957	BUY	1,162	11.2	9.8	8.8	114	94	94	0.7	1.0	0.9	11.3	13.2	12.8
Star Cement	40.3	96	BUY	140	8.7	8.0	6.6	164	131	117	(0.1)	(0.2)	(0.3)	17.9	16.9	17.5
JK Lakshmi	39.0	331	NEU	376	12.3	8.6	8.0	72	71	73	0.8	0.7	0.6	5.4	12.7	14.0
Orient Cement	19.4	95	BUY	150	10.3	6.3	6.0	62	59	62	1.2	1.0	0.9	4.6	15.1	16.4
Deccan Cement	5.0	355	BUY	680	4.4	3.4	3.7	29	34	38	(0.2)	(0.0)	0.1	11.9	18.1	16.5

Source: Company, HDFC sec Inst Research, For ACC and Ambuja, the financial year is CY18/CY19E/CY20E resp



Consolidated Income Statement

(Rs Mn)	FY17	FY18	FY19E	FY20E	FY21E
Revenues	15,341	16,145	18,310	18,871	21,041
Growth %	(2.9)	5.2	13.4	3.1	11.5
Raw Material	3,403	3,025	4,367	4,008	4,491
Power & Fuel	1,916	2,160	2,587	3,262	3,512
Freight Expense	2,699	2,869	3,630	3,573	4,003
Employee cost	1,186	1,074	1,164	1,240	1,389
Other Expenses	1,991	1,805	2,071	2,215	2,415
EBITDA	4,146	5,214	4,492	4,573	5,232
EBIDTA Margin (%)	27.0	32.3	24.5	24.2	24.9
EBITDA Growth %	3.8	25.7	(13.8)	1.8	14.4
Depreciation	1,179	1,207	1,056	1,049	1,182
EBIT	2,967	4,007	3,435	3,524	4,050
Other Income (Including EO Items)	24	44	55	250	300
Interest	781	525	144	100	40
PBT	2,211	3,526	3,346	3,674	4,310
Tax	139	164	296	367	431
Minority Int	62	55	62	73	86
RPAT	2,010	3,307	2,988	3,233	3,792
EO (Loss) / Profit (Net Of Tax)	-	-	-	-	-
APAT	2,010	3,307	2,988	3,233	3,792
APAT Growth (%)	49.4	64.5	(9.6)	8.2	17.3
AEPS	4.8	7.9	7.1	7.7	9.0
AEPS Growth %	49.4	64.5	(9.6)	8.2	17.3

Source: Company, HDFC sec Inst Research

Consolidated Balance Sheet

(Rs mn)	FY17	FY18	FY19E	FY20E	FY21E
SOURCES OF FUNDS					
Share Capital	419	419	419	419	419
Reserves And Surplus	11,040	14,344	16,817	19,064	21,869
Total Equity	11,460	14,763	17,237	19,483	22,288
Minority Interest	566	621	683	757	843
Long-term Debt	3,715	1,988	18	13	11
Short-term Debt	4,292	2,336	496	496	496
Total Debt	8,007	4,324	513	509	506
Deferred Tax Liability	(1,765)	(2,329)	(2,710)	(3,078)	(3,509)
Long-term Liab+ Provisions	-	-	-	-	-
TOTAL SOURCES OF FUNDS	18,268	17,380	15,723	17,671	20,129
APPLICATION OF FUNDS					
Net Block	8,632	7,847	7,223	10,424	10,292
Capital WIP	549	357	743	493	4,743
Goodwill	-	-	-	-	-
Other Non-current Assets	-	-	-	-	-
Total Non-current Investments	15	14	17	17	17
Total Non-current Assets	9,195	8,219	7,984	10,934	15,052
Inventories	1,612	2,946	2,772	2,453	2,525
Debtors	1,378	1,465	1,438	1,698	1,894
Cash and Cash Equivalents	201	198	2,113	3,719	2,822
Other Current Assets (& Loans/adv)	10,651	9,900	5,952	4,102	3,675
Total Current Assets	13,842	14,509	12,275	11,973	10,916
Creditors	938	1,889	1,254	1,810	2,018
Other Current Liabilities & Provns	3,832	3,459	3,282	3,428	3,822
Total Current Liabilities	4,769	5,348	4,536	5,237	5,839
Net Current Assets	9,072	9,160	7,739	6,736	5,077
TOTAL APPLICATION OF FUNDS	18,268	17,380	15,723	17,671	20,129



Consolidated Cash Flow

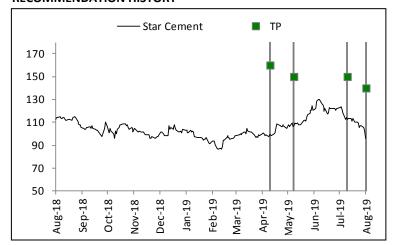
(Rs mn)	FY17	FY18	FY19	FY20E	FY21E
Reported PBT	2,148	3,526	3,346	3,674	4,310
Non-operating & EO Items	(104)	(42)	(449)	(250)	(300)
Interest Expenses	781	525	144	100	40
Depreciation	1,179	1,207	1,056	1,049	1,182
Working Capital Change	(722)	(345)	3,709	2,609	763
Tax Paid	(282)	(664)	(677)	(735)	(862)
OPERATING CASH FLOW (a)	3,000	4,206	7,130	6,447	5,132
Capex	(890)	(324)	(818)	(4,000)	(5,300)
Free Cash Flow (FCF)	2,110	3,882	6,312	2,447	(168)
Investments	(0)	0	(3)	-	-
Non-operating Income	26	44	55	250	300
Others					
INVESTING CASH FLOW (b)	(865)	(280)	(766)	(3,750)	(5,000)
Debt Issuance/(Repaid)	(1,402)	(3,407)	(3,811)	(4)	(3)
Interest Expenses	(780)	(522)	(144)	(100)	(40)
FCFE	(71)	(47)	2,357	2,343	(210)
Share Capital Issuance	-	-	-	-	-
Dividend	-	-	(494)	(987)	(987)
FINANCING CASH FLOW (c)	(2,181)	(3,929)	(4,448)	(1,091)	(1,029)
NET CASH FLOW (a+b+c)	(45)	(3)	1,915	1,606	(897)
EO Items, Others					
Closing Cash & Equivalents	199	198	2,113	3,719	2,822

Source: Company, HDFC sec Inst Research

Consolidated Key Ratios & Valuations

Consolidated Key Ratios & Val	FY17	FY18	FY19	FY20E	FY21E
PROFITABILITY %					
EBITDA Margin	27.0	32.3	24.5	24.2	24.9
EBIT Margin	19.3	24.8	18.8	18.7	19.2
APAT Margin	12.7	20.1	16.0	16.7	17.6
RoE	18.2	24.1	17.9	16.9	17.5
RoIC	15.6	21.7	20.4	24.0	28.1
RoCE	15.5	21.7	19.2	20.3	20.7
EFFICIENCY					
Tax Rate %	6.3	4.7	8.9	10.0	10.0
Fixed Asset Turnover (x)	1.1	1.6	1.7	1.4	1.3
Inventory (days)	38	67	55	47	44
Debtors (days)	33	33	29	33	33
Other Current Assets (days)	253	224	119	79	64
Payables (days)	22	43	25	35	35
Other Current Liab & Provns (days)	91	78	65	66	66
Cash Conversion Cycle (days)	211	203	112	58	39
Net Debt/EBITDA (x)	1.9	0.8	(0.4)	(0.7)	(0.4)
Net D/E (x)	0.6	0.3	(0.1)	(0.2)	(0.3)
Interest Coverage (x)	3.8	7.6	23.9	35.2	101.2
PER SHARE DATA (Rs)					
EPS	4.8	7.9	7.1	7.7	9.0
CEPS	7.6	10.8	9.6	10.2	11.9
Dividend	-	1.0	-	2.0	2.0
Book Value	27.3	35.2	41.1	46.5	53.2
VALUATION					
P/E (x)	20.0	12.2	13.5	12.5	10.6
P/Cash EPS (x)	12.6	8.9	10.0	9.4	8.1
P/BV (x)	3.5	2.7	2.3	2.1	1.8
EV/EBITDA (x)	11.7	8.6	8.8	8.0	6.6
EV/MT(USD)	221	188	164	131	117
Dividend Yield (%)	-	1.0	-	2.1	2.1
OCF/EV (%)	6.2	9.3	18.1	17.6	14.8
FCFF/EV (%)	4.3	8.6	16.0	6.7	(0.5)
FCFE/M Cap (%)	5.2	9.6	15.7	6.1	(0.4)

RECOMMENDATION HISTORY



Date	CMP	Reco	Target
10-Apr-19	99	BUY	160
8-May-19	107	BUY	150
10-Jul-19	114	BUY	150
2-Aug-19	96	BUY	140

Rating Definitions

BUY : Where the stock is expected to deliver more than 10% returns over the next 12 month period NEUTRAL : Where the stock is expected to deliver (-)10% to 10% returns over the next 12 month period : Where the stock is expected to deliver less than (-)10% returns over the next 12 month period

HDFC securities Institutional Equities

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Disclosure:

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